



## FASCINATING WORLD OF GLASS

Stoelzle Glass Group is one of the leading international producers of high-end packaging glass for the Spirits, Pharma, Perfumery & Cosmetics and Specialities markets. With six glass production sites worldwide, four decoration sites and 3,350 employees, we are a family-owned company with more than 200 years of successful glass making history.

### **AREA SALES MANAGER – PHARMA PRIMARY PACKAGING (ITALIAN MARKET)**

Location: Milan, Italy (remote possible)

#### **Your Responsibilities:**

- Customer Acquisition: Identify and target potential customers within the Italian market, including pharmaceutical companies, contract manufacturers, and packaging distributors. Develop and execute strategies to attract and onboard new clients, expanding our customer base.
- Customer Relationship Management: Build and maintain strong relationships with existing customers, ensuring their needs are met and providing exceptional customer service. Proactively address any issues or concerns to enhance customer satisfaction and loyalty.
- Sales Growth: Drive sales growth by achieving or exceeding sales targets and objectives set by the company. Utilize effective sales techniques and negotiation skills to win new business and maximize revenue from existing accounts.
- Reporting and Forecasting: Prepare regular sales reports, forecasts, and performance metrics to track progress against targets. Provide timely updates to management on sales pipeline, customer feedback, and market developments.

#### **About You:**

- Bachelor's degree in Economic, Business Administration, Marketing, or related field.
- Between 3-5 years of experience in sales or business development, preferably within the Pharma Primary Packaging industry.
- Strong communication and interpersonal skills, with the ability to build rapport and influence decision-makers.
- Proactive and self-motivated, with the ability to work independently and take initiative.
- Passion for sales and willingness to learn and grow in a fast-paced environment.
- Italian speaking. Fluent in a second language, as English or German.
- Required to travel within Italy and occasionally internationally for trade shows.

#### **Do you share our passion for glass?**

Please apply at our Online-Portal: [www.stoelzle.com/sto/karriere](http://www.stoelzle.com/sto/karriere)

Contact: **Patrick Kunschek**, Global Head Human Resources